



# What's Happening at NCIS

December 14, 2015

## Topics this week:

- 73<sup>rd</sup> Professional Ag Workers
- Risk Management Workshop
- CAPP Card Renewal
- NCIS Board Meeting



## Contact us:

### NCIS

8900 Indian Creek Pkwy #600  
Overland Park, KS 66210  
913-685-2767

### Questions/Comments/ Membership Info

[SherriS@ag-risk.org](mailto:SherriS@ag-risk.org)

### NCIS Website

[www.ag-risk.org](http://www.ag-risk.org)

### Crop Insurance in America Website

[www.cropinsuranceinamerica.org](http://www.cropinsuranceinamerica.org)

### Support Crop Insurance Website

[www.supportcropinsurance.org](http://www.supportcropinsurance.org)

### Twitter

*Another active week at NCIS. With many new and important developments taking place in our industry, we bring you a "round-up" of NCIS activities, meetings, projects and progress. A list of future events will also be included in each edition.*

*We welcome your comments and look forward to sharing this update with you.*



## ***NCIS Sponsors 73<sup>rd</sup> Professional Agricultural Worker's Conference***

NCIS helped sponsor the 73rd Annual Professional Agricultural Worker's Conference (PAWC) at Tuskegee University, December 6-8, 2015, in Tuskegee, Alabama, and displayed an exhibit promoting the Essential Strengths of Crop Insurance. Dr. Laurence Crane, NCIS, interacted with the over 500 participants, providing answers on crop insurance and how crop insurance can be used to effectively manage risk. The PAWC began in 1942 mainly with Tuskegee University and local and state support and participation. It is now international in scope including representatives from several African countries, the national land grant community, and from the state, federal, and private sectors. Its mission is to enhance the skills and contributions of agricultural and related professionals (business, government, university and community professionals) involved in discovery, dissemination and use of emerging technologies, information, problem solving, policy formation and strategy development for the advancement of people and communities.

## ***Risk Management Workshop—Mississippi***

NCIS is partnering with Extension Educators at Alcorn State University to teach a series of Risk Management planning workshops for limited resource and socially disadvantaged farmers in the Strike Force counties of South Carolina. The objective is to help farmers and ranchers understand their risk exposure and develop

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marketing plans for their farms. This training consists of a series of three workshops and sixty hours of individualized instruction. NCIS conducted the second of the three workshops in Raymond, Mississippi, on December 10, 2015. During this workshop, participants were introduced to the “Marketing Mix”, a set of five decision variables (also known as the 5 Ps—product, price, place, promotion, people) which should be managed in any successful marketing plan. They learned how to objectively select the right blend of marketing mix variables to serve their target market. Funding for the project is from a competitive grant prepared by NCIS and selected by the Southern Risk Management Education Center (SRMEC), operated by the University of Arkansas Division of Agriculture. Dr. Laurence Crane, NCIS, is Project Director and primary instructor of this activity.



### *CAPP Card Renewal*

CAPP card renewal begins December 1 and ends February 1. Listed below are renewal reminders:

1. Remind adjusters to update their CAPP account information to make sure it is current. Adjusters should login to the CAPP website and update address, phone number, and/or email address before January 1.
2. Adjusters need to make sure their email address and physical mailing address are current with the State Department of Insurance if licensed by the state.
3. Adjusters must be associated with an AIP during the renewal period to receive a new CAPP card.
4. During the renewal period, NCIS generates either a CAPP report/ letter specific to each AIP. The information is emailed to the Data Contact person at each company. CAPP Administrators may access reports through the reports menu at the CAPP website after a report is generated.
5. Starting January 4, CAPP renewal cards will be mailed out in batches.
6. Please notify us before January 1 if any adjuster name is no longer applicable for the upcoming year. We do not want to send a letter or email

addressed to them.

If you have any questions regarding CAPP, do not hesitate to contact Lynnette Dillon or Dean Strasser.

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### ***NCIS Board of Directors Meeting***

NCIS held its quarterly Board of Directors meeting on December 10-11. Agenda items for the winter meeting included: follow-up to approvals from the Program Development committee meeting, industry nominations to be awarded at the annual convention, and issues facing the Industry.

### **Future Meetings and Events Calendar (Regional/State Meetings and Schools in Orange)**

<b>Event</b>	<b>Date(s)</b>	<b>Location</b>
<b>2016 Meetings – <a href="#">Click Here</a> to access meeting information. Registration open 4 to 6 weeks prior to date of meeting(s).</b>		
<b>Minnesota/North Dakota/South Dakota R/S Meeting</b>	<b>January 6-7</b>	<b>Watertown, SD</b>
<b>Colorado/Wyoming R/S Meeting</b>	<b>January 8</b>	<b>Littleton, CO</b>
<b>Gulf States R/S Meeting</b>	<b>January 14</b>	<b>Tunica, MS</b>
<b>NCIS 2016 Claims Managers' Conference</b>	<b>January 20</b>	<b>Overland Park, KS</b>
<b>Whole Farm Revenue Protection Adjuster Training</b>	<b>January 21</b>	<b>Overland Park, KS</b>
<b>Southwest R/S Meeting</b>	<b>January 28-29</b>	<b>Ruidoso, NM</b>
<b>Iowa/Nebraska R/S Meeting</b>	<b>February 2-3</b>	<b>Council Bluffs, IA</b>
<b>Kentucky/Tennessee R/S Meeting</b>	<b>February 4</b>	<b>Nashville, TN</b>
<b>Illinois/Wisconsin R/S Meeting</b>	<b>February 4</b>	<b>Springfield, IL</b>
<b>Indiana/Michigan/Ohio R/S Meeting</b>	<b>February 4</b>	<b>Ft. Wayne, IN</b>

<b>Kansas/Oklahoma R/S Meeting</b>	<b>February 11</b>	<b>Mulvane, Kansas</b>
<b>Crop Insurance Industry Convention</b>	<b>February 14-17</b>	<b>Indian Wells, CA</b>
<b>Missouri R/S Meeting</b>	<b>February 16</b>	<b>Columbia, MO</b>
<b>Board of Directors Meeting</b>	<b>February 17</b>	<b>Indian Wells, CA</b>
<b>Arizona/California/Nevada R/S Meeting</b>	<b>February 23-24</b>	<b>Monterey, CA</b>
<b>East/Southeast R/S Meeting</b>	<b>March 1</b>	<b>Myrtle Beach, SC</b>
<b>Montana/Northwest R/S Meeting</b>	<b>March 1-2</b>	<b>Missoula, MT</b>
<b>Regional/State Chairman Training</b>	<b>March 22-23</b>	<b>Overland Park, KS</b>
<b>NAIC Spring Meeting</b>	<b>April 3-6</b>	<b>New Orleans, LA</b>
<b>MP PPLA Committee Meeting</b>	<b>April 19-20</b>	<b>Overland Park, KS</b>
<b>CH PPLA Committee Meeting</b>	<b>April 20-21</b>	<b>Overland Park, KS</b>
<b>NCIS 2017 Train the Trainer Fall Conference</b>	<b>July 19-20</b>	<b>Overland Park, KS</b>
<b>NAIC Summer Meeting</b>	<b>August 6-9</b>	<b>San Diego, CA</b>
<b>NCIS 2017 Train the Trainer Spring Conference</b>	<b>November 2-3</b>	<b>Overland Park, KS</b>
<b>NAIC Fall Meeting</b>	<b>December 10-13</b>	<b>Miami Beach, FL</b>
<b><u>2017 Meetings</u></b>		
<b>Crop Insurance Industry Convention</b>	<b>February 5-8</b>	<b>Bonita Springs, FL</b>
<b>NAIC Spring Meeting</b>	<b>April 8-11</b>	<b>Denver, CO</b>
<b>NAIC Summer Meeting</b>	<b>August 5-8</b>	<b>Philadelphia, PA</b>
<b>NAIC Fall Meeting</b>	<b>December 2-5</b>	<b>Honolulu, HA</b>